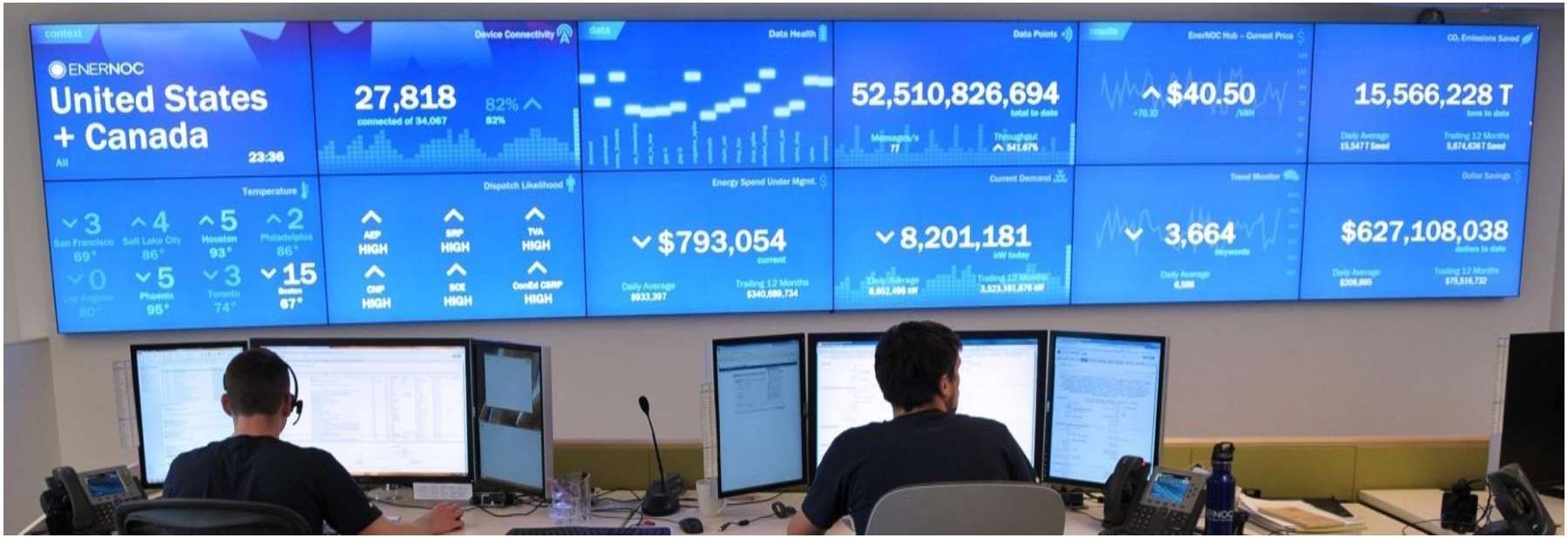
Introduction to EnerNOC

October 2015

EnerNOC is a NASDAQ-listed Energy Intelligence Software company with a proven track record



Strong Financial Profile

- 2014 Revenues: $472M
- $254M in cash/cash equivalents on balance sheet
- Publicly traded on the NASDAQ (ENOC)
- 1,200+ employees and growing

Full Value & Technology Offering

- Combines technology, managed services, and market access
- ~$200M invested to date in technology

Proven Customer Track Record

- Thousands of enterprise customers across over 35,000 sites
- Over $1B in customer savings delivered to date
- Market leader in demand response

To learn more, visit http://www.enernoc.com

EnerNOC's Energy Intelligence Software (EIS) primarily serves three audiences

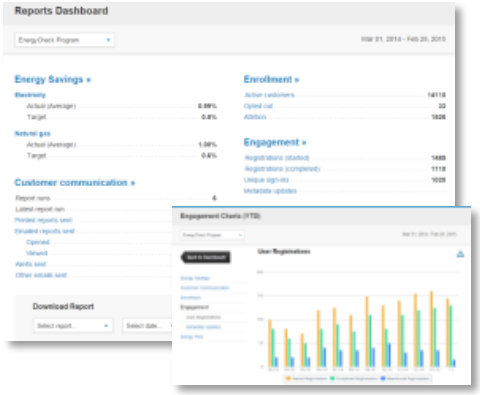
Small & Medium Enterprise (SME) Customers

- Benchmarking tools compare customers to peers
- Custom energy plans for each customer
- Behavioral demand management

Large Commercial & Industrial (C&I) Customers

- Insights in to facility performance and savings opportunities
- High consumption alerts to minimize unexpected high bills
- Demand response

Regulated & Unregulated Utilities

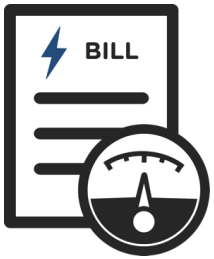


- Improved customer profile data and service
- Track program performance including savings and engagement metrics
- Manage dispatches

The energy management platform for customers allows them better manage their energy cost drivers

How you buy it

1. Budgets and Procurement (e.g., auction)
2. Utility Bill Management (UBM)



How much you use

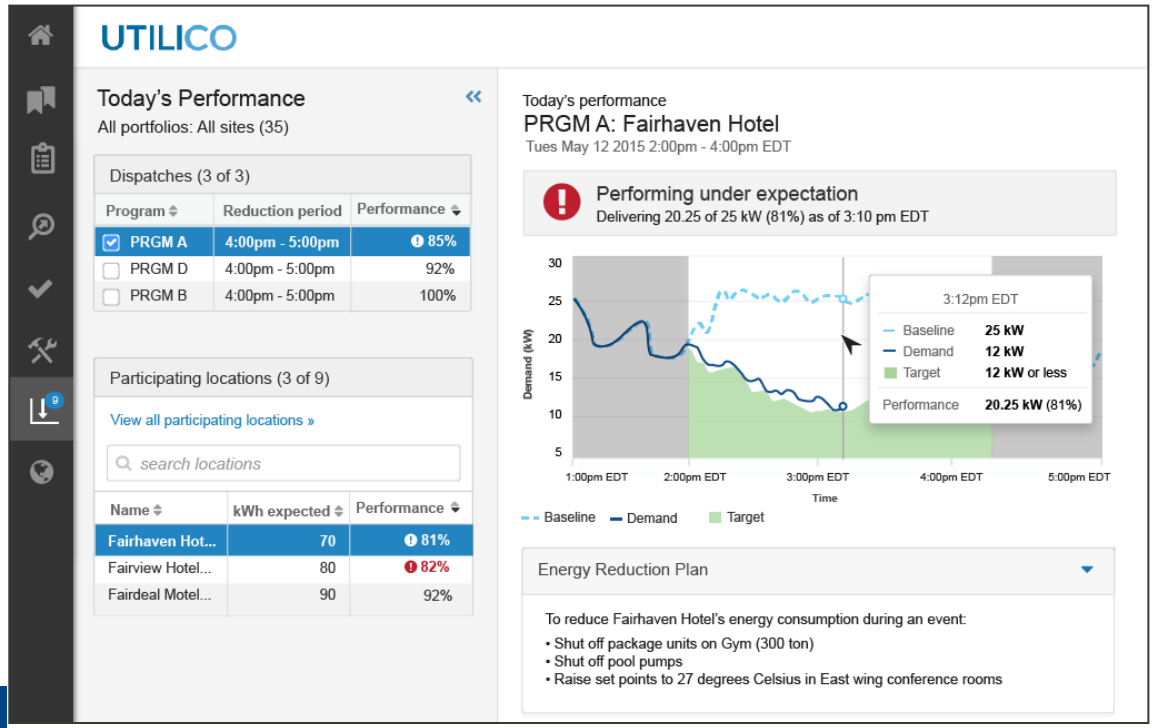
3. Visibility and Reporting
4. Facility Optimization
5. Project Tracking

When you use it

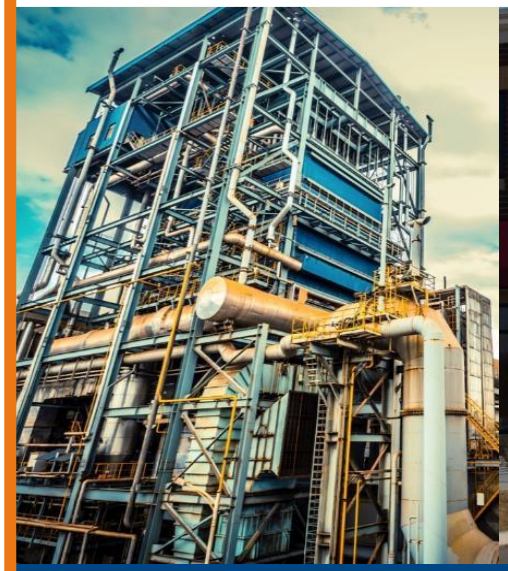
6. Demand Response
7. Demand Management

DR solutions are a key part of utility EIS, providing capacity, economic, and ancillary services

- **100%+ average performance** across thousands of dispatches
- **9,000+** dispatchable MW
- **30+** utilities served
- Capacity delivered to market in **under 6 months**



Small and Medium Enterprise (SME) segment is large, and requires personalized engagement

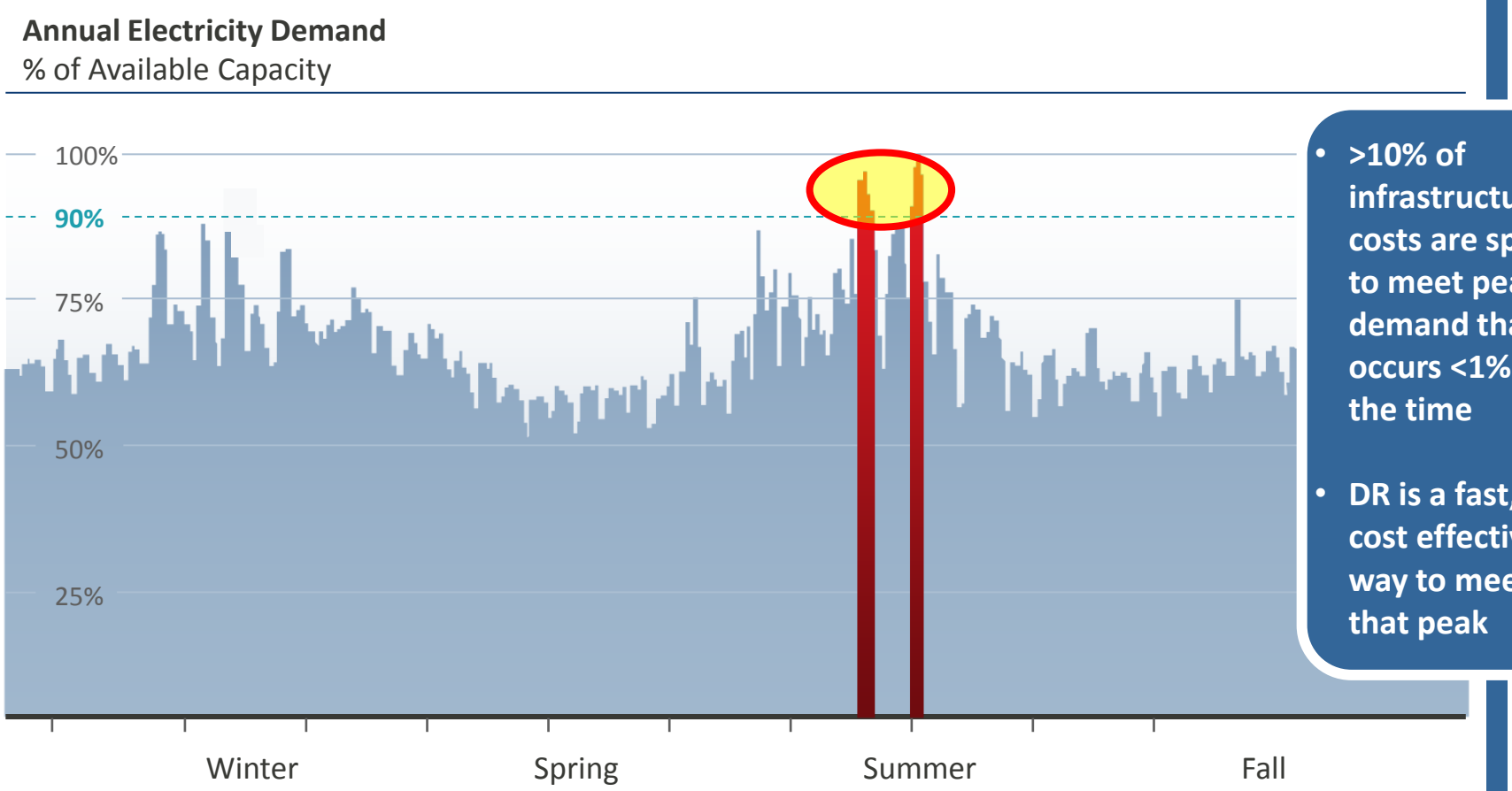
Segment	Large C&I	SME	Residential
			
Annual energy spend	$394 B		$250 B
Customer count	18.5 MM		127.9 MM

Large C&I customers require high touch support and custom solutions

SME customers demand personalized engagement

Source: US EIA

DR provides payments to the customers that provide it, and saves all electricity customers money



- **>10% of infrastructure costs are spent to meet peak demand that occurs <1% of the time**
- **DR is a fast, cost effective way to meet that peak**

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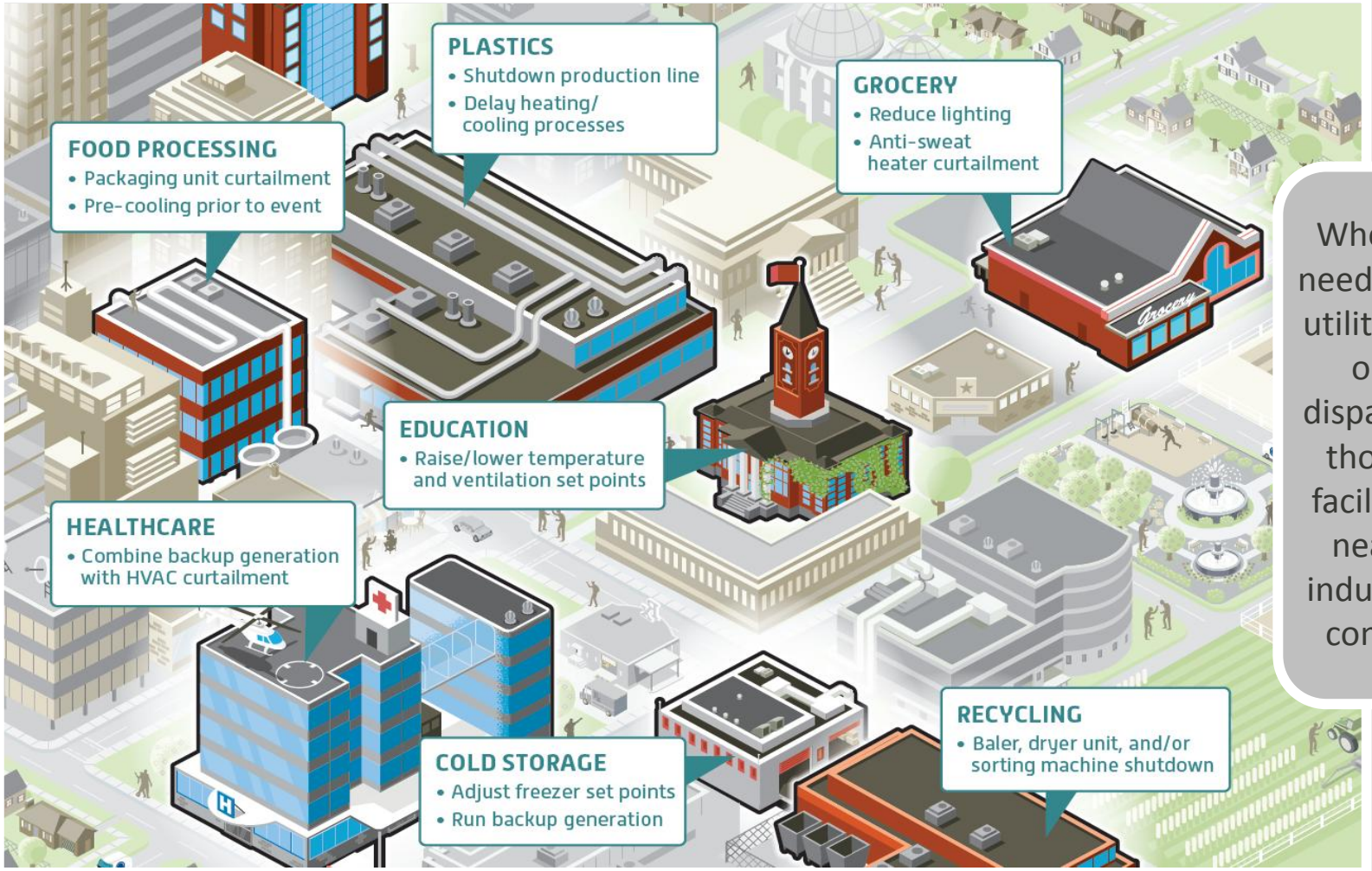
Demand Response, a Distributed Energy Resource, has kept capacity costs down for the grid



When the grid needs resources, utilities and grid operators dispatch DR and thousands of facilities across nearly every industry reduce consumption

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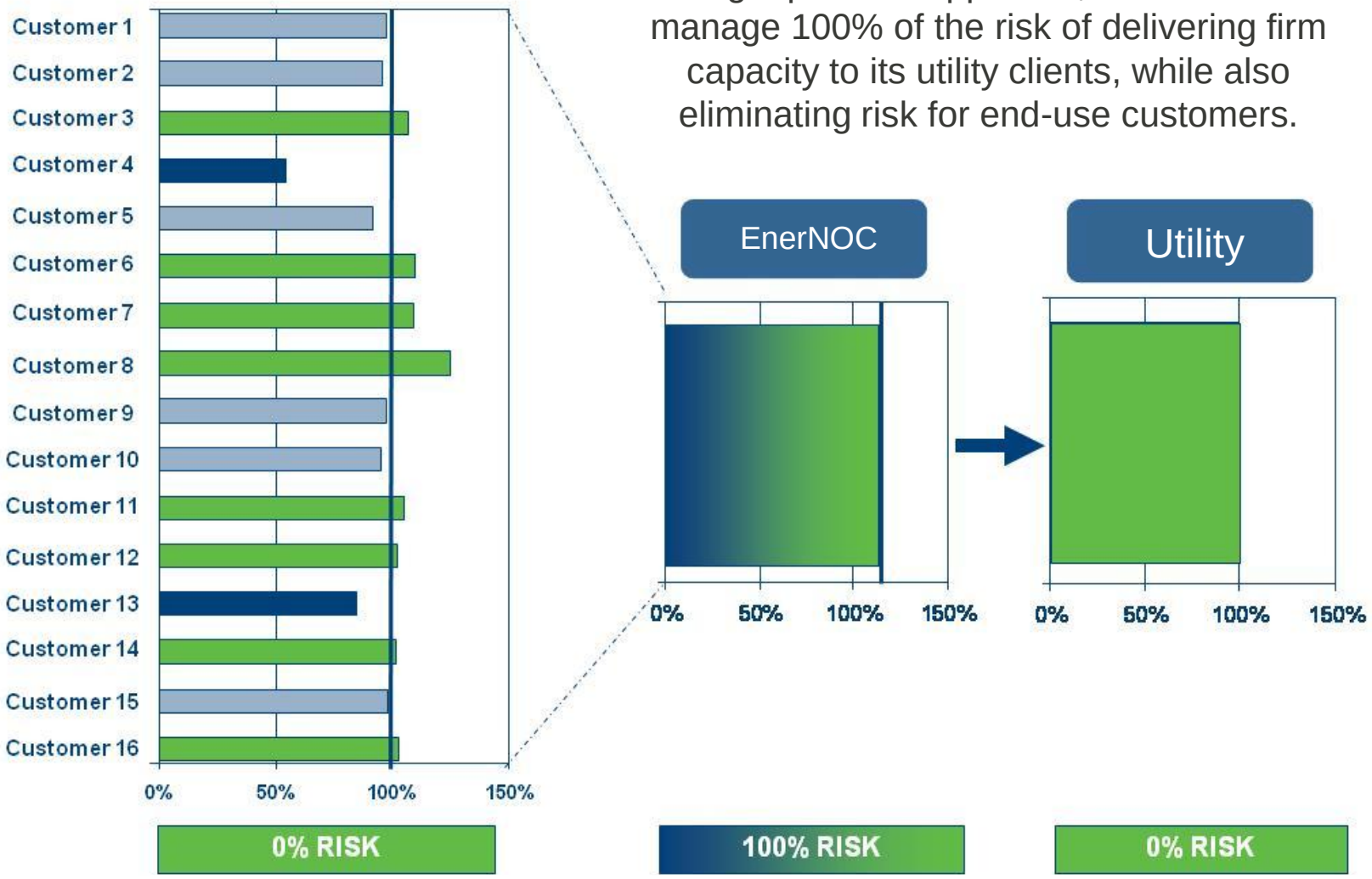
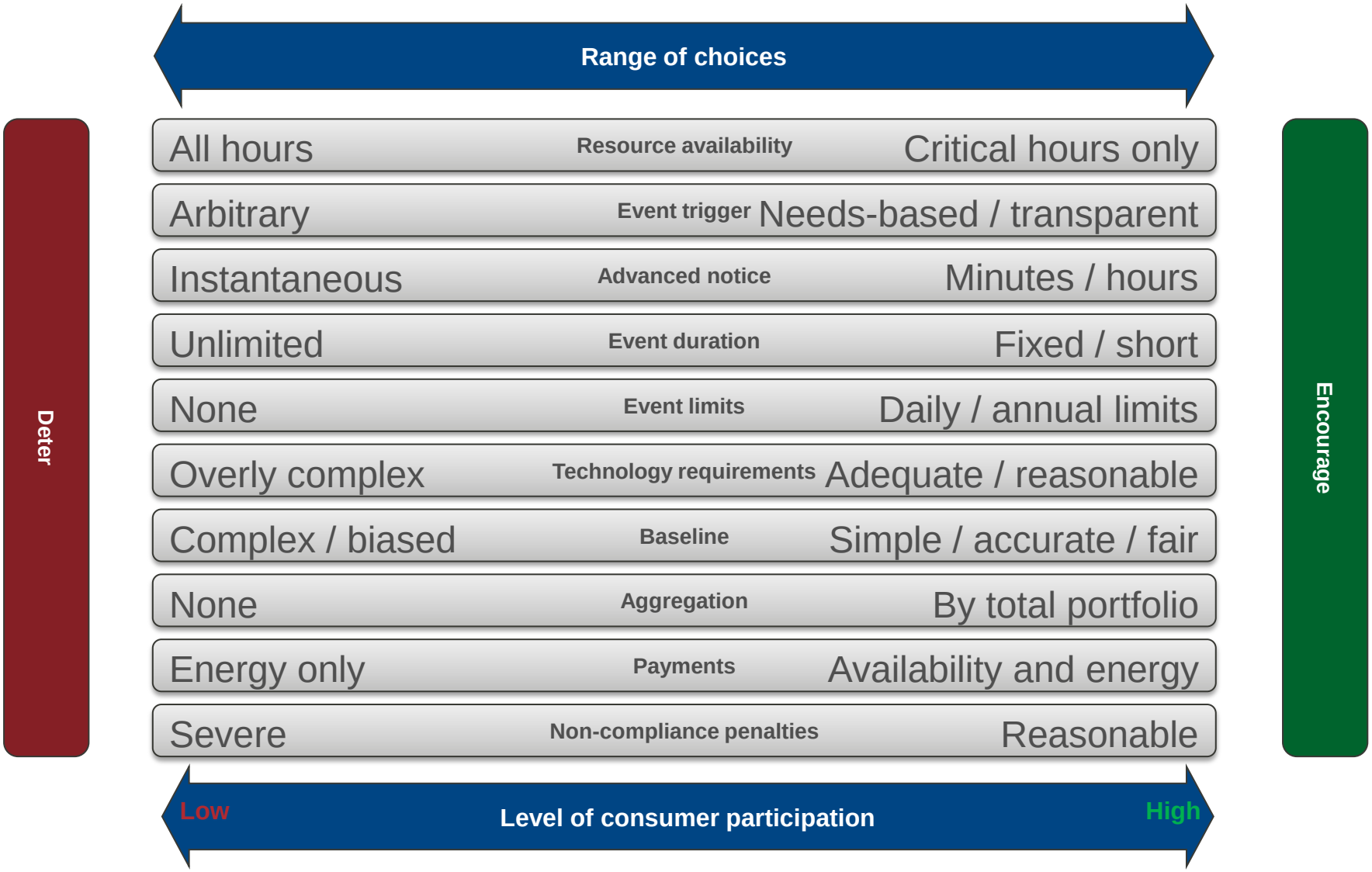
Risk Management through Aggregation

Using a portfolio approach, EnerNOC can manage 100% of the risk of delivering firm capacity to its utility clients, while also eliminating risk for end-use customers.



Effective DR programme design

Each element must be chosen carefully to address system needs while encouraging participation.



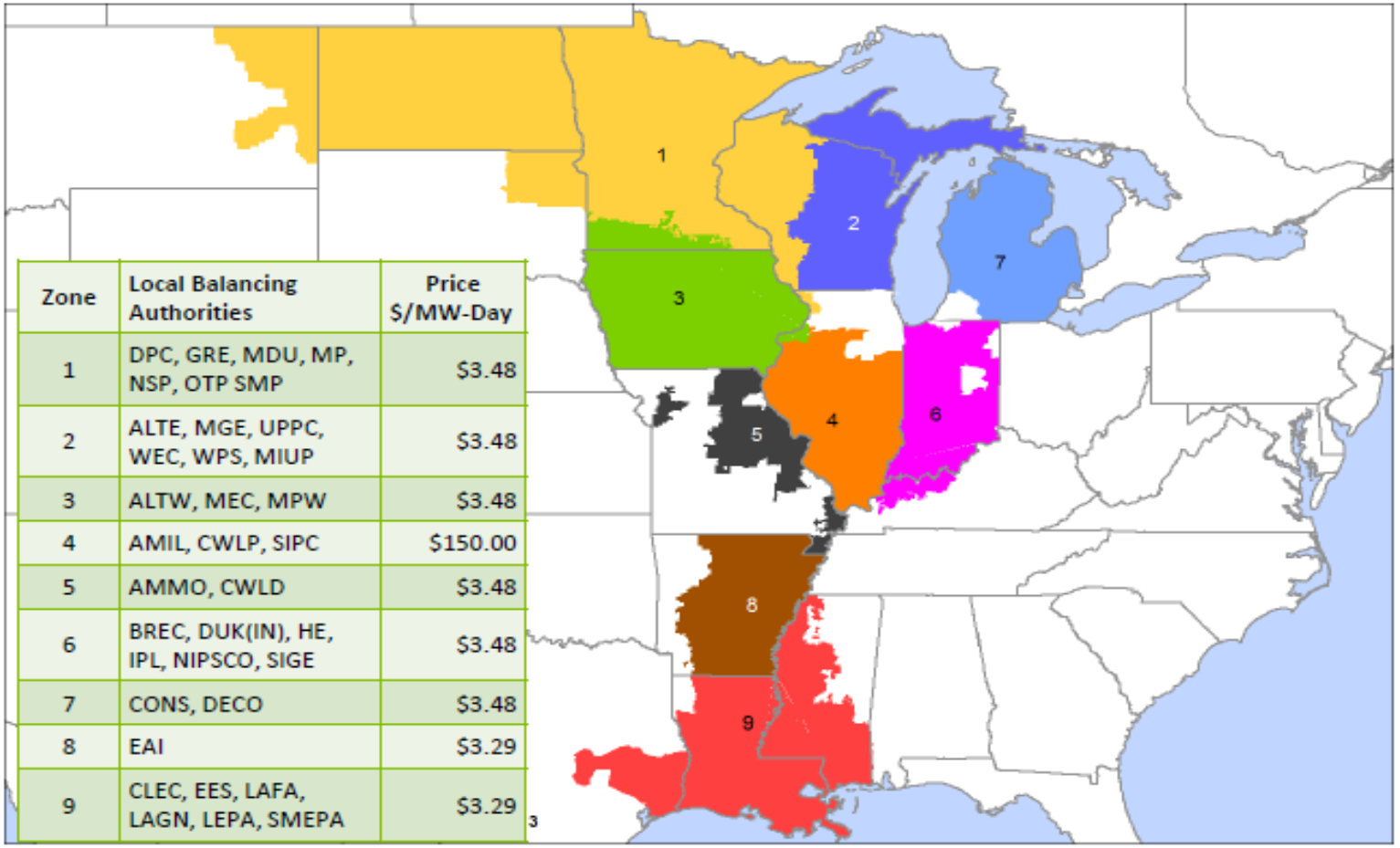
Key Parameters to consider for C&I DR programs

Table 2. DR Program Design goals and Elements

	Capacity (Peak Load Management)	Energy	Ancillary Services
Program Compensation	Capacity & Energy Payments [$/kW-month and $/kWh]	Energy Payments [$/kWh]	Availability & Energy Payments [$/kW-hour and $/kWh]
Performance measurement	Difference between load-adjusted customer base line and actual load	Difference between load- adjusted customer base line and actual load	Difference between pre/post-event and event load
Response Time	20—240 minutes	Day-ahead or Day-of	Less than or equal to 10 minutes
Program Availability: Days	Business hours, working days	Markets are 24/7/365; resources bid in reductions	Markets are 24/7/365; resources bid in hours of availability
Program Availability: Hours per Year	10—100	10—100	50—100
Program Availability: Duration	1 - 8 hours	1 - 4 hours	10 - 60 minutes
Event Trigger[s]	Actual or forecasted operating reserves shortage or economic dispatch	Economic dispatch	System contingencies
Program Penalties	Loss of incentive payments and/or non-performance penalties below pre- determined threshold level	None	Loss of incentive payments and/or system tariff penalty payments
Program Administration	Utility or Third-Party DR Provider	Utility or Third-Party DR Provider	Third-Party DR Provider
Event Frequency	Low	At end-users discretion	High
Metering Requirements	Preferably 5-minute interval data (15 minute or 1-hour data can suffice)	Preferably 5-minute interval data (15 minute or 1-hour data can suffice)	1-minute or less

Zone 4 Needs More Capacity Resources

2015/2016 Auction Clearing Price Overview



Zone	Local Balancing Authorities	Price $/MW-Day
1	DPC, GRE, MDU, MP, NSP, OTP SMP	$3.48
2	ALTE, MGE, UPPC, WEC, WPS, MIUP	$3.48
3	ALTW, MEC, MPW	$3.48
4	AMIL, CWLP, SIPC	$150.00
5	AMMO, CWLD	$3.48
6	BREC, DUK(IN), HE, IPL, NIPSCO, SIGE	$3.48
7	CONS, DECO	$3.48
8	EAI	$3.29
9	CLEC, EES, LAFA, LAGN, LEPA, SMEPA	$3.29